Fleet Automotive Support Initiative
Global Industry Day

June 1, 2006

Agenda

- The ICP
  - The Business
  - Organization
  - Our People
  - Mission
- BSM Transformation
- FASI

The ICP... Business Profile

Sales Trend

- FY02 $2.3B
- FY05 $3.1B
- FY06 (proj) $3.3B

Sales by Supply Chain

- Land $1.4B
- Maritime $1.7B
- Aviation $0.6B*

Foreign Military Sales

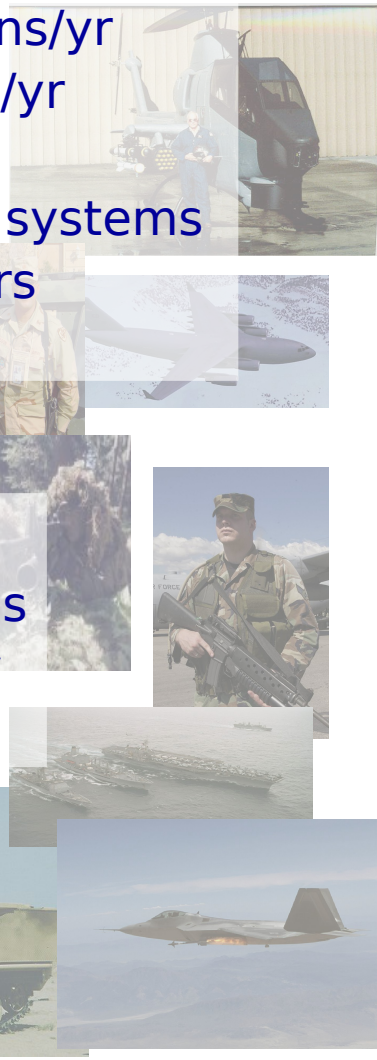
- Sales: $240M
- Supporting 90 nations

Scope of Business

- 8.2M requisitions/yr
- 525K contracts/yr
- 2M NSNs
- 1.3K+ weapon systems
- 25K+ customers
- 6K+ suppliers

Our People

- 2500+ civilians
- 43 active duty
- 32 reserve



The ICP… Organization

ICP Commander

Deputy Commander

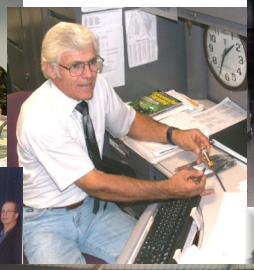
Chief-of-Staff
Deputy Chief of Staff

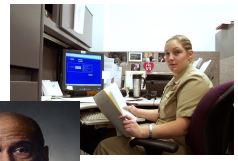
- Maritime Cust Ops
- Maritime Supp Ops
- Land Cust Ops
- Land Supp Ops
- Aviation Det
- Process Mgt
- Procure-ment
- Ops Support
- Legal
- Product Test Labs
- Human Resources CSO-C
- IT J6C
- Financial J8C
- Base Suppo rt

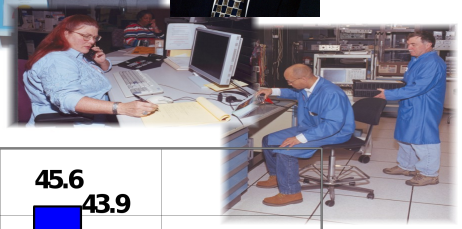
Aligned to BSM Business Model

Our People... Diversity

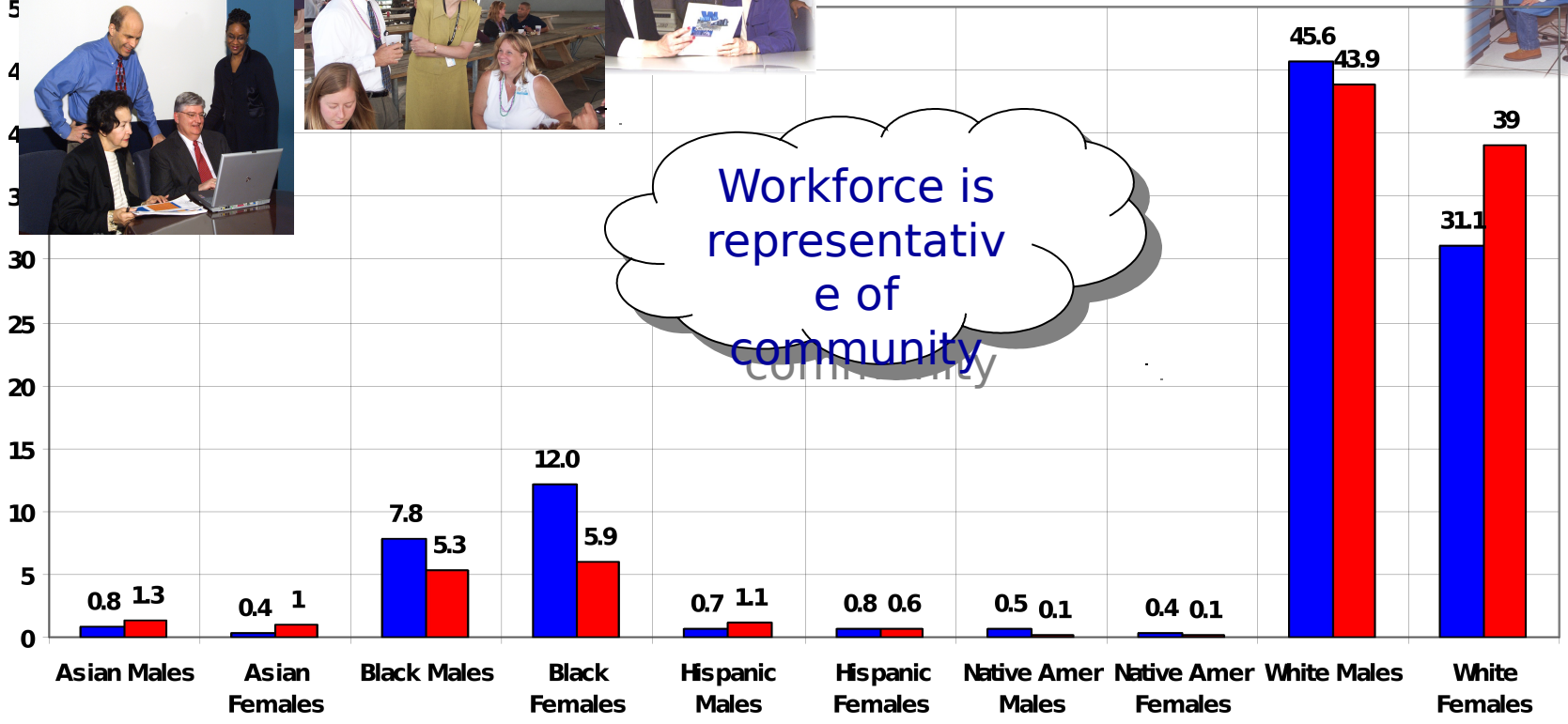
Performance Transformation Culture





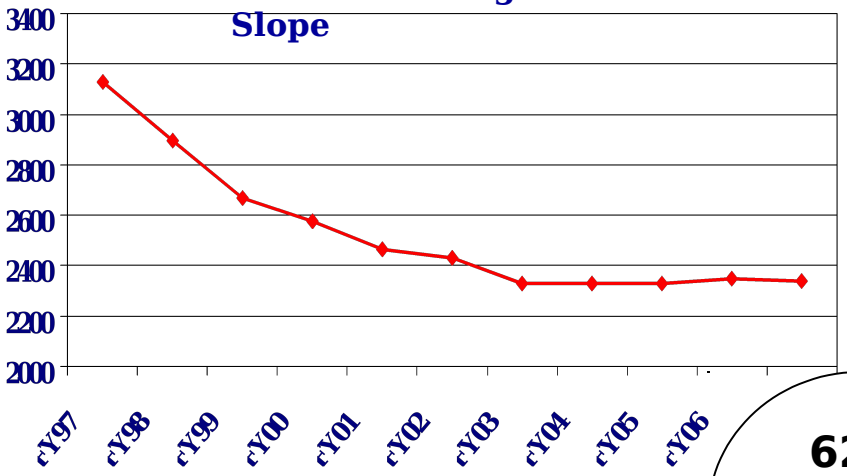


Workforce is representative of community

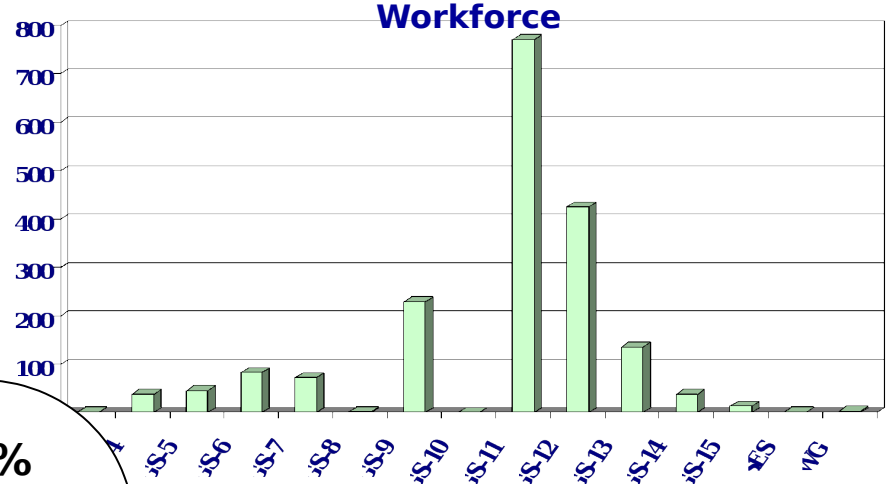


Our People... Profile

DSCC's Staffing Glide Slope



Our Workforce

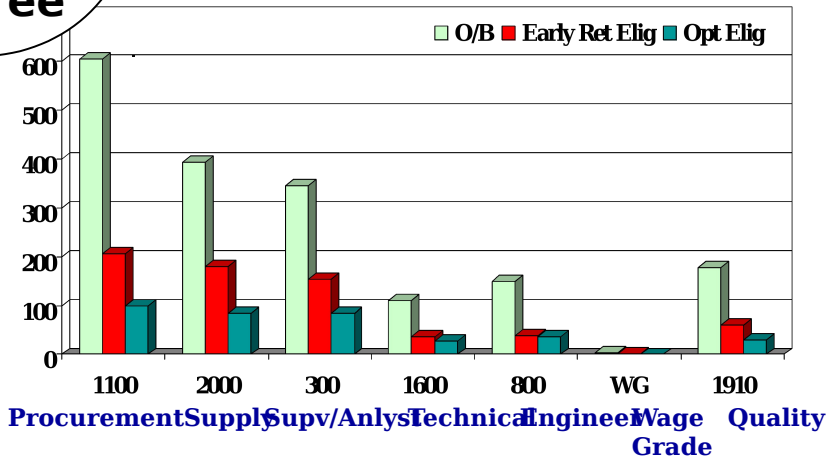


62% have college degrees!

DSCC Educational Levels

Less Than High School	16	0
High School	689	37.5
Associate Degree	301	16.2 %
Bachelor's Degree	655	35.3 %
Master's Degree	189	10 %
Doctorate	4	.2 %
	1854	100 %

Transitioning Workforce



Our People…
Community Support

- FEMA support
- Combined Federal Campaign…$315,000 (’
- Blood drives…1,000 units annually
- Operation Feed…44,000 meals
- 8,000+ computer components to 50+ schools
- Partners-In-Education…50 tutors
- Village-to-Child mentoring…14 mentors

2500+ Doing The Right Thing!

The Mission… Supply/Demand Chains

Land

- 360K NSNs, 3 sites, $1.4B in sales
- Army/Marines…85% of demand

Maritime

- 1.6M NSNs, 3 sites, $1.7B in sales
- Army/Marines…51% of demand

Aviation Detachment

- 330K NSNs, $.6B in sales
- Army/Marines…53% of demand

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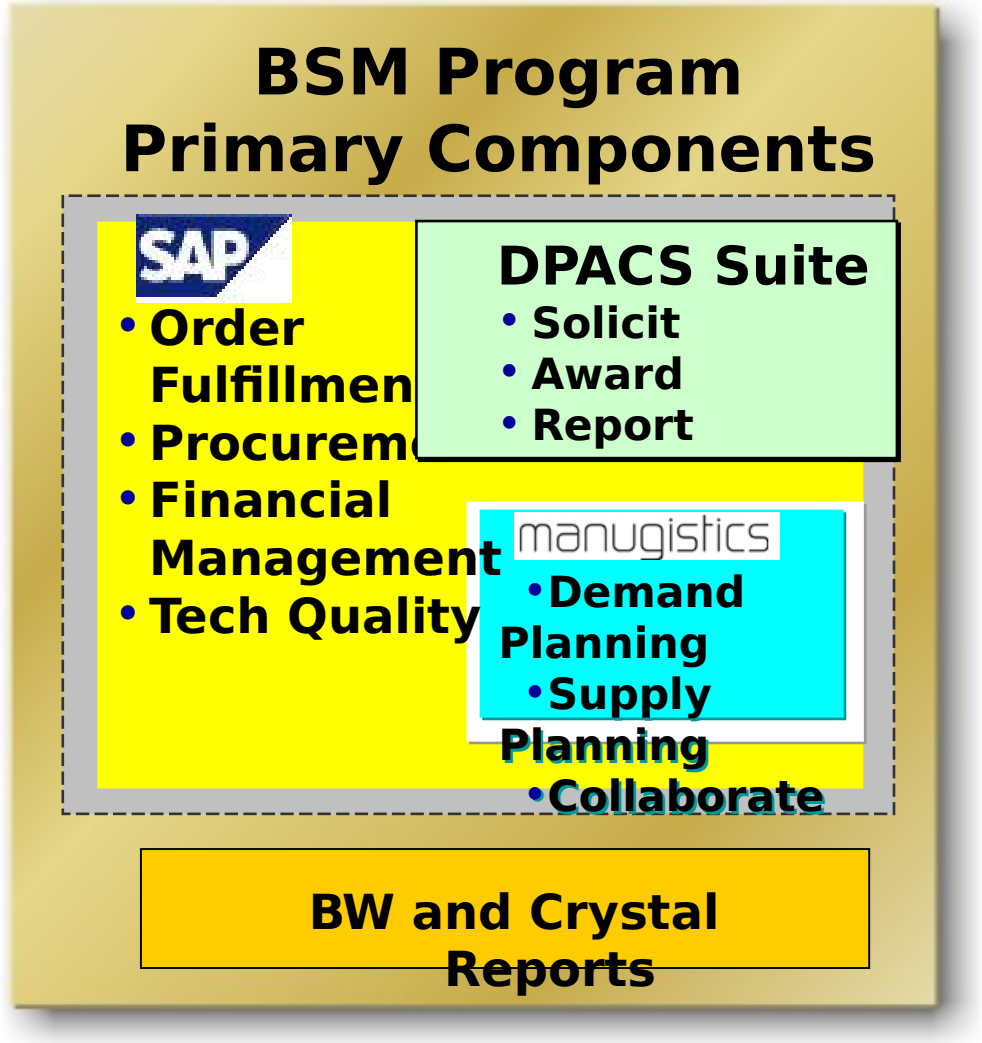
What is BSM?

Business Systems Modernization is:

- Major transformation effort--massive change for our workforce, creation of an enterprise
- Incorporating best practices via commercial-off-the-shelf (COTS) based tools
- Replacement of our 30 year old materiel management systems … and our processes were embedded in those systems
- The core of DLA's enterprise architecture

BSM Components



Organizational Impact…
Demand/Supply Chain Theory

Demand Chains - grouping of customers that are managed by Customer Operations

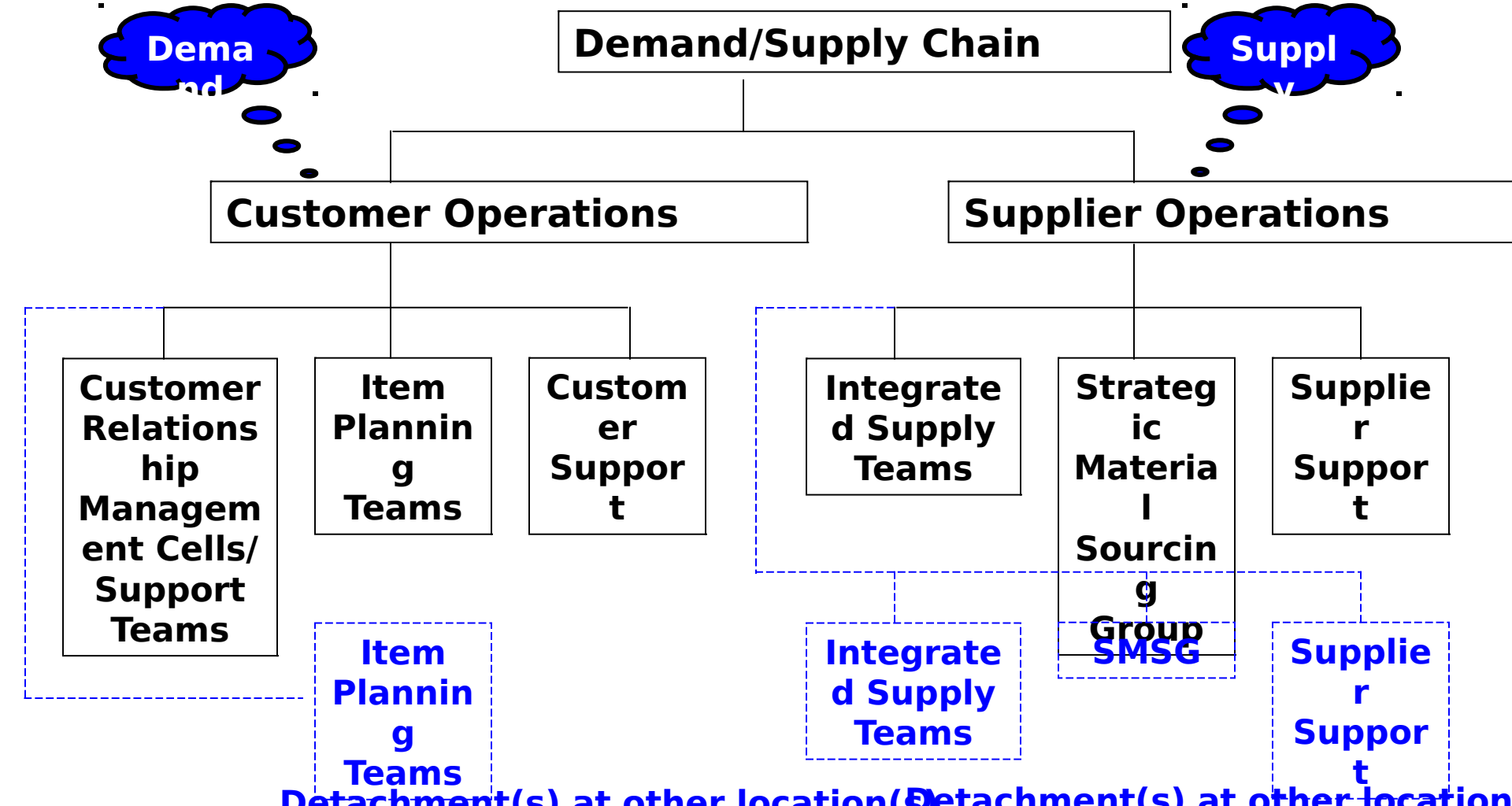
"Each customer is aligned to one and only one demand chain"

- Aviation
- Land
- Maritime
- Construction and Equipment (C&E)
- Clothing and Textiles (C&T)
- Medical
- Subsistence

Supply Chains – grouping of items/suppliers that are managed by Supplier Operations

"Each item is aligned with one and only one supply chain"

Organizational Impact… The Detail



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FASI

Fleet Automotive Support Initiative

- Regional contract- 1358 NSNs
- Supports land-based fleets in south, southwest and southeast (10K DoDAACs, 500+ sources)
- Supported hurricanes Katrina and Rita
- Small Business…83%!
- Stats…

	Sales	Orders	
FY05	$51.7M	154.1K	
FY06	$17.6M	52.2K	(thru Apr 06)

FASI Good News

Based on FASI Customer Satisfaction Surveys:

"I am very pleased with FASI and our FASI rep. The FASI rep and my organization have formed a bond that is assisting in improving readiness and customer support…he constantly looks for efficiencies and ways, opportunities, and vendors that will save us money"—LTC John Howard, Commander, National Training Center Material Mgt. Center

FASI Good News

"FASI has worked really well for our needs. When our supply people don't have an answer to our questions, Mr. Quemado has always been there to deliver every time, on time, and on target — CWO 03 Olivia Elazar, Maintenance Officer, Support Company MWSS 372, Camp Pendleton

"FASI was about 92% effective in getting the parts on time and 100% effective in getting the parts I needed" — CPT. Michael McBride, 1st Calvary Div. Ft. Hood

FASI Good News

- Before FASI, historical percentage of order ship time within required days was 81%.
- FASI order ship time represents an improvement in percentage within required days - (85.8% versus 81%)
- DLA order ship times for current split support orders is 68.6% - (85.8%versus 68.6%)